

BITTERROOT JOB SERVICE EMPLOYERS COMMITTEE
MINUTES
11-15-05

Present:

Pat Easley, Bitterroot Chamber	Patti Furniss, Bitterroot JSWC
Patty West, Office of Public Assistance	Becky Brough, Hamilton Schools
Michele Seitz, Daly Foundation	Deb Morris, Marcus Daly Mem. Hospital
Mark Seitz, Citizens State Bank	Betty Lund, Ravalli County
Linda Valentine, Human Resource Council	Cindy Beck, Albertson's
Dan Severson, Valley Drug & Variety	Kathleen Cannon-Siegle, Bitterroot JSWC

Guest: Sherry Jones with Greater Montana GMAC Real Estate.

Introductions: Introductions were made with business affiliations.

Guest Speaker: Sam Elkholy, is a Certified Business Coach with Action International Business Coaching. Sam, previously from California, now lives in Florence. He has owned three businesses and he remarked that "out of the seed of failure came the tree of success." He shared that he finds it gratifying to help make businesses successful. Sam provided a power point presentation and identified some key strategies for "improving" (a) a lead system, (b) conversion rates, (c) the number of transactions, (d) average monies per sale and (e) profit margins. He said that people will rise to the occasion when given goals. Sherry Jones has been working with Sam since August and she said that he has made a difference in her business. Patti said that Sam would be a great benefit to area businesses. His presentation was well received and appreciated.

Minutes: The October minutes were accepted as written.

Treasurer's Report: Debbie reported our JSEC account balance as \$3,372.30.

Job Service Update: Patti reported that there has been a positive response from employers regarding Job Service providing soft skills training for job seekers. Patti informed the committee that Vickie and DeLynn are developing soft skills training focusing on employer survey results. Patti distributed surveys to committee members asking for their input. She mentioned that winter is an opportune time for soft skills training as there are fewer job orders. This training will involve job seeker participation and she expects the class to last 3 mornings or thereabouts. Patti would like to provide this training every other week.

Seminars: Patti reported that Aric Curtiss will be available for presenting an Employee Fraud seminar on February 20th, 2006 or later. She commented that Steve Beck contacted us and he will return to Montana for presentations in March. His presentation addressing customer service will cost \$2500 plus expenses. Dan contacted Chris Coltran and he will be returning to Montana in June. Dan reported that Chris is a popular national speaker and would give us a reduced rate of \$3000 for a customer service presentation. Cindy said that there will be no guest speaker at the December meeting and JSEC members will make a seminar decision at that time. Kathleen will update the JSEC address list and provide copies at the next meeting.

Meeting adjourned.